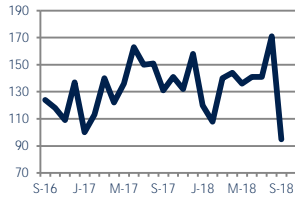


Focus On: Upper Marlboro Housing Market

September 2018

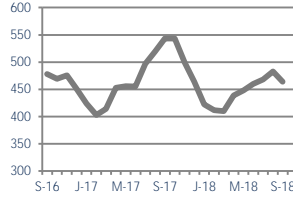
Zip Code(s): 20772 and 20774

Units Sold
95



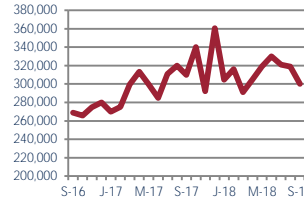
Down -27%
Vs. Year Ago

Active Inventory
464



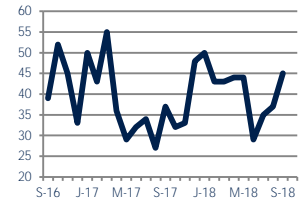
Down -15%
Vs. Year Ago

Median Sale Price
\$300,000

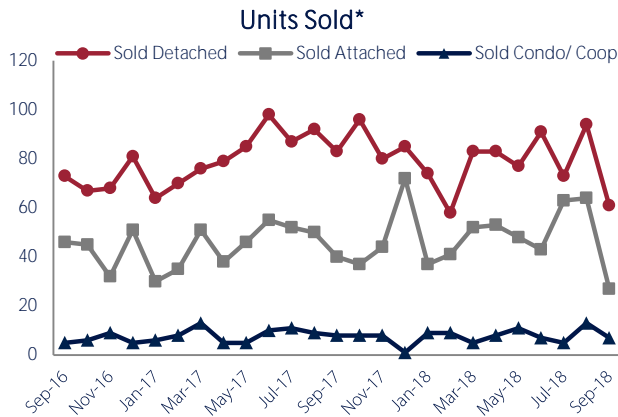


Down -3%
Vs. Year Ago

Days On Market
45



Up 22%
Vs. Year Ago

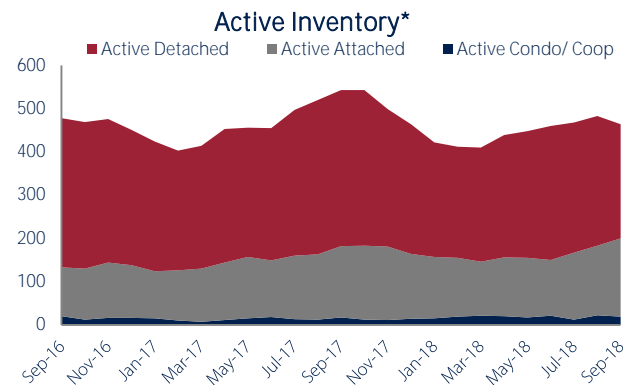


Units Sold

There was a decrease in total units sold in September, with 95 sold this month in Upper Marlboro. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 79 units or 15%. The total number of active inventory this September was 464 compared to 543 in September 2017. This month's total of 464 is lower than the previous month's total supply of available inventory of 483, a decrease of 4%.



Median Sale Price



Median Sale Price

Last September, the median sale price for Upper Marlboro Homes was \$310,000. This September, the median sale price was \$300,000, a decrease of 3% or \$10,000 compared to last year. The current median sold price is 6% lower than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Upper Marlboro are defined as properties listed in zip code/s 20772 and 20774.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

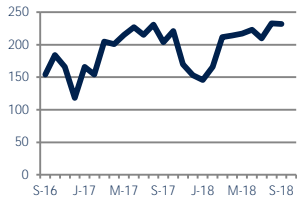




Zip Code(s): 20772 and 20774

New Listings

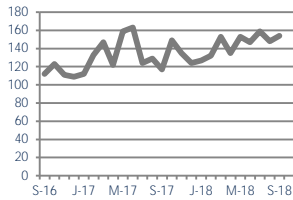
232



Up 14%
Vs. Year Ago

Current Contracts

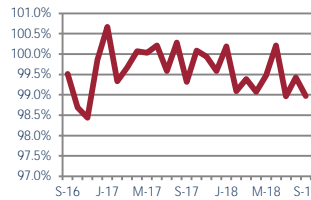
154



Up 32%
Vs. Year Ago

Sold Vs. List Price

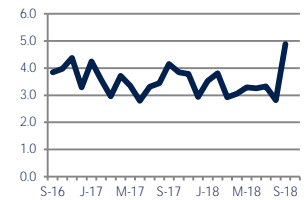
99.0%



No Change
Vs. Year Ago

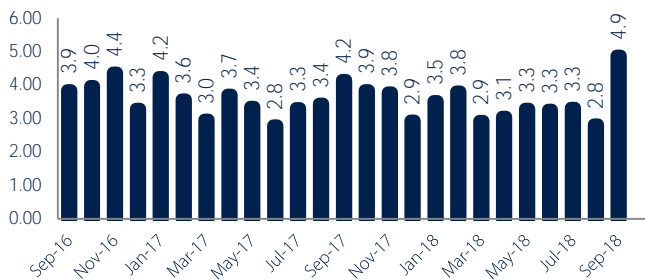
Months of Supply

4.9



Up 18%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 4.9 months of supply available in Upper Marlboro, compared to 4.1 in September 2017. That is an increase of 18% versus a year ago.

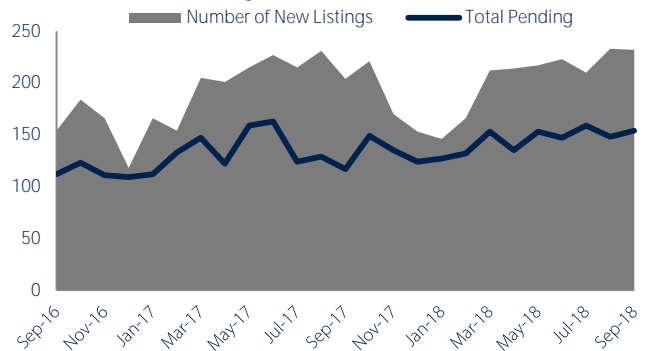
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

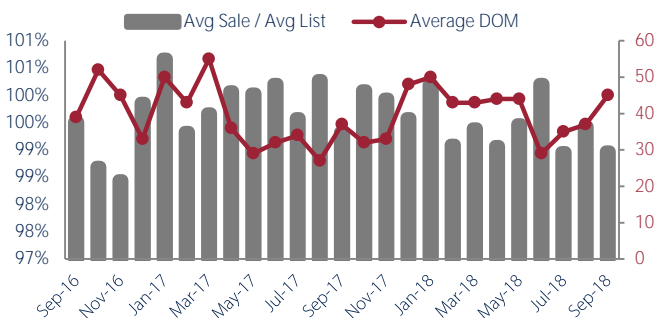
This month there were 232 homes newly listed for sale in Upper Marlboro compared to 204 in September 2017, an increase of 14%.

There were 154 current contracts pending sale this September compared to 117 a year ago. The number of current contracts is 32% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Upper Marlboro was 99.0% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 45, higher than the average last year, which was 37, an increase of 22%.



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